

## Message Text

UNCLASSIFIED

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ACTION COME-00

INFO OCT-01 EA-09 ISO-00 EB-07 OES-07 /024 W

-----101696 081837Z /53

R 080955Z JUL 77

FM AMEMBASSY RANGOON

TO SECSTATE WASHDC 3766

UNCLAS RANGOON 1965

E.O. 11652: N/A

TAGS: BENC, ETEL, BTIO, BM

SUBJ: MAJOR PROJECT: SATELLITE EARTH STATION

REF: (A) STATE 157509, (B) RANGOON 50", (C) RANGOON 1523

MANAGING DIRECTOR POST AND TELECOMMUNICATIONS CORPORATION (PTC) STATED THIS PROJECT IS TO BE FINANCED FROM THE CORPORATION'S CAPITAL BUDGET. THE GUB, HE SAID, HAS RECOGNIZED THE SERIOUS GAP IN BURMA'S INTERNATIONAL COMMUNICATIONS CAPABILITY AND THE CORPORATION HAS BEEN ORDERED TO ESTABLISH A STANDARD B STATION "AS QUICKLY AS POSSIBLE." FOR THIS REASON THE BID DEADLINE FOR THE PROJECT CANNOT BE EXTENDED. THE EMBASSY BELIEVES THE ONLY POSSIBILITY FOR AN EXTENSION WOULD BE IF THE PTC FAILS TO RECEIVE ANY REASONABLE RESPONSES TO ITS TENDER PRIOR TO THE BID DEADLINE. ABWEVER, ACCORDING TO PTC OFFICIALS, THESE BIDS WILL BE CONSIDERED AS PRELIMINARY PROPOSALS. THE PTC RECOGNIZES THAT FIRMS CANNOT MAKE A DETAILED, FINAL OFFER WITHOUT ON-SITE INVESTIGATIONS. HENCE, THE PTC WILL SELECT WHAT IT BELIEVES ARE THE MOST INTERESTING PROPOSALS FROM AMONG THE BIDS RECEIVED BY JULY 29, AND ASK THOSE FIRMS TO SEND REPRESENTATIVES TO BURMA FOR FURTHER STUDY AND NEGOTIATION ON DETAILS. THE EMBASSY BELIEVES AN IMPORTANT CONSIDERATION WILL BE HOW QUICKLY A FIRM COULD BEGIN AND COMPLETE WORK ON THE STATION.

PTC HAS NOT EMPLOYED FOREIGN CONSULTANTS TO ASSIST IN DRAWING UP SPECIFICATIONS AND EVALUATING PROPOSALS.

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EQUIPMENT FROM THE UK CONTINUES TO BE PREDOMINANT IN BURMA'S EXISTING DOMESTIC COMMUNICATIONS NETWORK, BUT JAPANESE FIRMS RECENTLY WON THE MAJOR SHARE OF EQUIPMENT ORDERED UNDER AN IDA-FINANCED TELECOMMUNICATIONS PROJECT. PTC OFFICIALS PRIVATELY EXPRESSED PREFERENCE FOR US FIRMS, BUT IN ADDITION TO THE US FIRMS MENTIONED IN REFERENCE (B), THE PTC HAS REQUESTED BIDS FROM THE FOLLOWING

FOREIGN FIRMS: MARCONI; TELEFUNKIN; PHILLIPS; NEC, TASHIBA;  
AND ANOTHER UNNAMED JAPANESE COMPANY.

THE MANAGING DIRECTOR ALSO SAID THAT THE GUB REGARDS THE  
STANDARD B STATION AS ONLY AN INTERIM, STOP-GAP MEASURE.  
BURMA INTENDS TO CONSTRUCT A FULL-SIZE STANDARD A STATION,  
PERHAPS AS EARLY AS 1981. THE GUB IS PRESENTLY EXPLORING  
THE POSSIBILITY OF IDA FINANCING FOR THIS PROJECT. WE  
ASSUME THE FIRM THWJ  
WINS THE PRESENT CONTRACT WOULD HAVE  
THE INSIDE TRACK ONCE THE GUB IS PREPARED TO GO AHEAD WITH  
THE LARGER STATION.

FYI-E-SYSTEMS REPRESENTATIVE WAS IN RANGOON JULY 4-6  
TO DISCUSS THIS PROJECT WITH PTC. WE ASSUME HE HAS ES-  
SENTIALLY THE SAME INFORMATION PRESENTED IN THIS CABLE.  
END FYI.  
OSBORN

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NNN

## Message Attributes

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**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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**Reference:** 77 STATE 157509, 77 RANGOON 50, 77 RANGOON 1523  
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**TAGS:** BENC, ETEL, BTIO, BEXP, BM, US  
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**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
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